

An Index to Articles Published in 1959

Reviewing the Year of Credit and Financial Management in Print

Accounting

Credit and Accounting: Twins in Business P. 31, Aug.
Inventories Have Many Implications P. 11, Dec.

Accounts Receivable

Don't Tinker with Ledger Experience P. 12, Mar.

Bankruptcy (See also Legal Rulings)

Why Was I a Creditor? (Symposium) P. 8, May
Supreme Court Denies Priority to Union Welfare Fund P. 16, May
NACM Statement Backs Bill to Tighten Ban on Concealing Assets P. 39, Nov.

Book Reviews

Automation and Society P. 22, Aug.
Bank Credits and Acceptances P. 19, July
Budget and Economic Growth P. 30, Oct.
Business Communication Reader P. 27, Jan.
Business Law—Cases and Materials P. 22, Sept.
Business Law—Principles and Cases P. 22, Aug.
Business Loans of American Commercial Banks P. 28, May
Cases in Management P. 24, Apr.
Construction Accounting and Financial Management P. 24, Apr.
Creative Thinking P. 28, May
Credit Management Year Book (Retail) P. 33, Mar.
Data Processing P. 22, Aug.
Developing Executive Capacity P. 33, Mar.
Economics—An Introductory Analysis P. 27, Jan.
Evaluation Interview P. 24, June
Federal Lending: Its Growth and Impact P. 19, July
How I Turned \$1,000 into a Million in Real Estate—in My Spare Time P. 28, May
Insurance Almanac P. 24, Apr.
Introduction to Modern Business P. 26, Dec.
Investment Management P. 30, Oct.
Make Your Income Count P. 31, Feb.
Management of Time P. 26, Dec.
Management's Role in Electronic Data Processing P. 33, Nov.
Modern Salesmanship: Principles and Problems P. 19, July
Our Modern Banking and Monetary System P. 30, Oct.
Policy Against Inflation P. 26, Dec.
Principles of Auditing P. 24, June
Prosperity and Depression P. 24, June
Readings in Economics P. 26, Dec.

Sale-Leasebacks and Leasing in Real Estate and Equipment Transactions

P. 31, Feb.
Say Please—and Collect P. 27, Jan.
Selection of Retail Locations P. 22, Sept.

Capital (See under Financing)

Collections

Build a Bridge of Experience P. 14, Dec.
Don't Tinker with Ledger Experience! P. 12, Mar.

Commercial Finance (See also Financing)

Working Dollars through Commercial Financing Give Flexibility P. 16, Feb.

Correspondence

Letters by Credit Managers Which Won Awards P. 21, Feb.
Who Says All Collection Letters Must Be Brief P. 14, Apr.

Credit Cards

Credit Card Magic in Today's Economy P. 8, June

Credit Congress

Dallas: Industry Group Committees P. 31, Jan.
Plenary Session Speakers P. 32, Feb.
Speakers, Panelists P. 34, Mar.
Industry Group's Programs P. 33, Apr.
Program Roundup P. 33, May
NACM Officers and Directors P. 28, July
Tribute to H. H. Heimann P. 30, July
B. F. Edwards, Jr. Heads Research Foundation P. 33, July
Credit Women's Report P. 34, July
St. Louis, 1960 P. 34, Nov.
Convention Chairman and Vice Chairmen P. 32, Dec.

Customer Relations (See also Marginal Accounts)

Setting Up and Controlling Lines of Credit P. 18, Aug.

NOTE: Cross-indexing all the many subjects discussed indirectly under the general topics in symposiums and debates-in-print necessarily would make this Index too cumbersome for ready reference. Therefore, see the heading "Symposiums" for impinging subjects.

3 Steps to Successful Credit Interviews

P. 14, Sept.

Editorials by Edwin B. Moran

Law and Order P. 4, Jan.
Eighty-Sixth Congress P. 4, Feb.
Your National Budget P. 4, Mar.
Dallas May 3-7 P. 4, Apr.
Hawaiian Statehood P. 4, May
Moral Effect of Taxation P. 4, June
Pension Fund Advantages P. 4, July
Creeping Catastrophe! P. 4, Aug.
Credit Dynamics P. 4, Sept.
Unrealistic Insurance Awards P. 4, Oct.
Automation P. 4, Nov.
The Credit Executive: Counselor to Small Business P. 4, Dec.

Education, Training

Dayton: First Area Associate Award P. 38, Feb.
N.I.C. Revised Course Doubles Enrollment P. 36, Mar.
Graduate School Scholarship Winners P. 39, July
Strong Vocational Interest Test P. 31, Sept.
Developing Personnel Pays Big Dividends P. 8, Dec.

Export and Import

Credit and Collections Latin America Semiannual Survey P. 38, May
Dr. G. Kohlik Joins FCIB Staff P. 33, Feb.
International Credit Conference, London P. 38, Nov.

Financing (See also Commercial Finance)

Leasebacks and Leasing, New Techniques in Financing P. 13, Feb.
Leaders See Plus and Minus in Small Business Investment Firms P. 9, Apr.

Forecasts

Good Business Year If All Work for It P. 8, Jan.
Midyear Indexes P. 11, Jan.
Challenges of 1960's P. 8, Apr.
Projecting the 1960 Picture P. 10, Aug.
Scores on Forecasts P. 11, Sept.

Fraud Prevention

New Committees in 3 Centers P. 39, Mar.
Textile Frauds under National Average P. 41, July
Fraud Prevention Course, N.Y. Institute of Credit P. 29, Sept.

Insurance

(See also Legal Rulings)
Crime, Credit and Cure P. 18, Jan.

An Index to Articles Published in 1959

Reviewing the Year of Credit and Financial Management in Print

Accounting

Credit and Accounting: Twins in Business P. 31, Aug.
Inventories Have Many Implications P. 11, Dec.

Accounts Receivable

Don't Tinker with Ledger Experience P. 12, Mar.

Bankruptcy (See also Legal Rulings)

Why Was I a Creditor? (Symposium) P. 8, May
Supreme Court Denies Priority to Union Welfare Fund P. 16, May
NACM Statement Backs Bill to Tighten Ban on Concealing Assets P. 39, Nov.

Book Reviews

Automation and Society P. 22, Aug.
Bank Credits and Acceptances P. 19, July
Budget and Economic Growth P. 30, Oct.
Business Communication Reader P. 27, Jan.
Business Law—Cases and Materials P. 22, Sept.
Business Law—Principles and Cases P. 22, Aug.
Business Loans of American Commercial Banks P. 28, May
Cases in Management P. 24, Apr.
Construction Accounting and Financial Management P. 24, Apr.
Creative Thinking P. 28, May
Credit Management Year Book (Retail) P. 33, Mar.
Data Processing P. 22, Aug.
Developing Executive Capacity P. 33, Mar.
Economics—An Introductory Analysis P. 27, Jan.
Evaluation Interview P. 24, June
Federal Lending: Its Growth and Impact P. 19, July
How I Turned \$1,000 into a Million in Real Estate—in My Spare Time P. 28, May
Insurance Almanac P. 24, Apr.
Introduction to Modern Business P. 26, Dec.
Investment Management P. 30, Oct.
Make Your Income Count P. 31, Feb.
Management of Time P. 26, Dec.
Management's Role in Electronic Data Processing P. 33, Nov.
Modern Salesmanship: Principles and Problems P. 19, July
Our Modern Banking and Monetary System P. 30, Oct.
Policy Against Inflation P. 26, Dec.
Principles of Auditing P. 24, June
Prosperity and Depression P. 24, June
Readings in Economics P. 26, Dec.

Sale-Leasebacks and Leasing in Real Estate and Equipment Transactions

P. 31, Feb.
Say Please—and Collect P. 27, Jan.
Selection of Retail Locations P. 22, Sept.

Capital (See under Financing)

Collections

Build a Bridge of Experience P. 14, Dec.
Don't Tinker with Ledger Experience! P. 12, Mar.

Commercial Finance (See also Financing)

Working Dollars through Commercial Financing Give Flexibility P. 16, Feb.

Correspondence

Letters by Credit Managers Which Won Awards P. 21, Feb.
Who Says All Collection Letters Must Be Brief P. 14, Apr.

Credit Cards

Credit Card Magic in Today's Economy P. 8, June

Credit Congress

Dallas: Industry Group Committees P. 31, Jan.
Plenary Session Speakers P. 32, Feb.
Speakers, Panelists P. 34, Mar.
Industry Group's Programs P. 33, Apr.
Program Roundup P. 33, May
NACM Officers and Directors P. 28, July
Tribute to H. H. Heimann P. 30, July
B. F. Edwards, Jr. Heads Research Foundation P. 33, July
Credit Women's Report P. 34, July
St. Louis, 1960 P. 34, Nov.
Convention Chairman and Vice Chairmen P. 32, Dec.

Customer Relations (See also Marginal Accounts)

Setting Up and Controlling Lines of Credit P. 18, Aug.

NOTE: Cross-indexing all the many subjects discussed indirectly under the general topics in symposiums and debates-in-print necessarily would make this Index too cumbersome for ready reference. Therefore, see the heading "Symposiums" for impinging subjects.

3 Steps to Successful Credit Interviews

P. 14, Sept.

Editorials by Edwin B. Moran

Law and Order P. 4, Jan.
Eighty-Sixth Congress P. 4, Feb.
Your National Budget P. 4, Mar.
Dallas May 3-7 P. 4, Apr.
Hawaiian Statehood P. 4, May
Moral Effect of Taxation P. 4, June
Pension Fund Advantages P. 4, July
Creeping Catastrophe! P. 4, Aug.
Credit Dynamics P. 4, Sept.
Unrealistic Insurance Awards P. 4, Oct.
Automation P. 4, Nov.
The Credit Executive: Counselor to Small Business P. 4, Dec.

Education, Training

Dayton: First Area Associate Award P. 38, Feb.
N.I.C. Revised Course Doubles Enrollment P. 36, Mar.
Graduate School Scholarship Winners P. 39, July
Strong Vocational Interest Test P. 31, Sept.
Developing Personnel Pays Big Dividends P. 8, Dec.

Export and Import

Credit and Collections Latin America Semiannual Survey P. 38, May
Dr. G. Kohlik Joins FCIB Staff P. 33, Feb.
International Credit Conference, London P. 38, Nov.

Financing (See also Commercial Finance)

Leasebacks and Leasing, New Techniques in Financing P. 13, Feb.
Leaders See Plus and Minus in Small Business Investment Firms P. 9, Apr.

Forecasts

Good Business Year If All Work for It P. 8, Jan.
Midyear Indexes P. 11, Jan.
Challenges of 1960's P. 8, Apr.
Projecting the 1960 Picture P. 10, Aug.
Scores on Forecasts P. 11, Sept.

Fraud Prevention

New Committees in 3 Centers P. 39, Mar.
Textile Frauds under National Average P. 41, July
Fraud Prevention Course, N.Y. Institute of Credit P. 29, Sept.

Insurance

(See also Legal Rulings)
Crime, Credit and Cure P. 18, Jan.

Attracting and Holding Key Executive
Talent-Retirement Fund P. 20, Mar.
Insurance As Added Security
(Symposium) P. 8, Oct.
Is Property Insurance Enough Credit
Support? P. 12, Oct.
Workmen's Compensation Today
P. 16, Oct.
Good Morning, Judge! (Comprehensive
Personal Liability) P. 20, Oct.
Minimum Deposit Plan Outlay P. 22, Oct.
Reinsurance—What It Is and What It
Does P. 24, Oct.
Four Ways to Cut Insurance Costs
P. 28, Oct.

Leasing

Leasebacks and Leasing P. 13, Feb.
Small Business and Motor Vehicle
Leasing P. 20, May

Legal

Contract Clause Permits Shipper to
Select Law of Code, Non-Code State
P. 16, Mar.
Priority Denied to Union Welfare Fund
Contributions P. 16, May

Legal Rulings and Opinions

No Loss, No Recovery P. 30, Jan.
No Posting Requirement P. 26, Feb.
Equipment Bought, Not Used P. 24, Mar.
Ruling on Section 70-c P. 28, Apr.
Variable Annuity Ruling P. 26, May
Washington Preference Law P. 19, Aug.
Texas Bond Law P. 26, Oct.

Management

(See also Symposia)

Attracting and Holding Key Executive
Talent P. 20, Mar.
6-Step Program for Diversification
P. 16, June
Selling or Merging a Business P. 20, Aug.
Road to Ulcers Is Paved with Emotional
Maladjustment P. 22, Dec.
Sound Policy Key to Strong
Economy P. 20, Dec.

Marginal Accounts

Building That Borderline Account
P. 16, Sept.

Robert Morris Associates

Living Up to Statement of Principles
P. 25, Mar.

NACM (See also Credit Congress)

Eisenhower Lauds NACM Economy
Resolution P. 11, Aug.

Office Planning and Equipment (See also Symposia)

IDP Speeds 2,000 Orders Daily, Spans
Gap Between Plants (Shuron Optical
Co.) P. 24, Jan.
Mechanized File, Service Counter Boost
Morale (Kidder, Peabody Co.)
P. 18, Feb.
Billing at Point of Packaging (U.S.
Shoe Corp.) P. 18, Mar.

Tab Punch System Saves Firm 11 Days
on Sales-Cost Reports (Roots-Connors-
ville Blower) P. 16, Apr.
Inventory Field Report Is Good Area for
Photography (Rolled Steel Corp.)
P. 21, Apr.
Automation Clears Processing Blockade
When A/C Rec. Tripled (Miles of
Calif.) P. 18, May
Tabulating, Visual Record Equipment
Combined in Alpha-Numeric System
(Wm. Iselin & Co.) P. 14, June
Selling Management First Step to New
Equipment (J. P. Decker) P. 23, June
Electronic Processing Gives Credit
Executive More Management Time
(Factory Motor Parts) P. 16, July
Single Photocopy Machine Does Job of
3 Copy-Typists, Proofreaders (Atlas
Van-Lines) P. 16, Aug.
Automatic Coding of Personnel Cards
(Singer Mfg. Co.) P. 18, Sept.
Billing and Recording Speed Shopper
Credit Card Service (Marine Midland
Trust Co.) P. 18, Oct.
Electronics Jet Age Automates the
Office P. 8, Nov.
Banking Automation in Full Stride
P. 9, Nov.

Space-Making Furniture Adds Decor,
Improves Service (Northwestern Natl.
Bank) P. 10, Nov.
Electronic Computer Reduces Month's
Work to Day in Servicing Accounts
(Financial Publishing Co.) P. 16, Nov.
ABC's of Good Mailing Habits P. 18, Nov.
Office Records Management (Colonial
Trust Co.) P. 20, Nov.
Punched Cards Lift Proxy Vote, Cut
Processing Time (Southern Rwy.)
P. 22, Nov.
New Equipment and Mechanized Functions
Give Answers to Increased Workload
J. I. Case Company P. 18, Dec.

Pension Funds

Attracting and Holding Key Executive
Talent P. 20, Mar.

Problem Cases

Authored by

L. R. Edmondson, Eli Lilly & Co
P. 14, Jan.
W. G. Quest, Jones Automotive Inc.
P. 14, Feb.
J. E. Donovan, First American National
Bank P. 14, Mar.
R. Jeanmougin, Vulcan-Cincinnati Inc.
P. 12, Apr.
T. S. Rose, Sealed Power Corp. P. 14, May

People's Capitalism

Employees now are re-
ceiving jury pay, severance
pay, military-leave pay, hos-
pitalization and life insur-
ance, vacation, pension
plan, overtime, and from
five to eleven paid holidays
a year.

Question: who needs
Russia?

F. A. Zak, Danly Machine Specialties
Inc. P. 12, June
C. H. Brodie, A. P. Green Fire Brick
Co. P. 14, July
B. Roberts, Bass & Co. Inc. P. 14, Aug.
K. S. Martin, Shields Harper & Co.
P. 12, Sept.
W. E. Johnson, Corey Steel Co.
P. 23, Oct.
J. E. Eckstein P. 14, Nov.
F. F. Tozer, Michael Flynn Mfg. Co.
P. 16, Dec.

Profiles

Eugene S. Elkus Honored P. 35, Jan.
W. S. Kelly Director NACM Commercial
Claims Div. P. 40, Mar.
W. J. McDonald NACM Controller;
Miss R. Hoctor Retires P. 29, June
W. L. Holmes, NACM President
P. 12, July
Kenneth Henry, Public Relations
Director P. 36, Nov.
S. E. Lytle, Director Collection and
Adjustment Bureaus P. 36, Nov.

Public Relations

Welcoming New Stockholders P. 22, Jan.

Retainages

NACM Seeks Industry Comment on
Joint Statement of Principles
P. 16, Jan.
Retainage Changes \$5 Billion Working
Capital to Waiting Capital P. 12, Aug.

Sales-Credit Relations

Getting Ideas Across to Top Management,
Sales (Symposium)—Part I P. 8, Feb.
—Part II P. 8, Mar.
Building That Borderline Account
P. 16, Sept.

Small Business

Leaders See Plus and Minus in SB
Investment Firms P. 9, Apr.
Small Business and Motor Vehicle
Leasing P. 20, May

Statement of Principles

Living Up to S. of P. P. 25, Mar.

Symposiums

Good Business Year If All Work for It
P. 8, Jan.
Getting Ideas Across to Top Management,
Sales—Part I P. 8, Feb.
—Part II P. 8, Mar.
Why Was I a Creditor? P. 8, May
Holding Down Those Soaring Office Costs
—Part I P. 10, July
—Part II P. 8, Aug.
—Part III P. 8, Sept.
Insurance as Added Security P. 8, Oct.
Developing Personnel P. 8, Dec.

Taxes (See also Insurance, Legal Rulings)

Income Tax-Saving Deductions P. 30, Feb.
Credit's Stake in States' Taxing Power
P. 11, Apr.
Reinvestment Depreciation Would Go
Long Way toward Ending Tax
Injustice P. 10, June